

8th January, 1964.

PD/FW/751

Mr. D. H. Moore,
Retail Price Department,
Station Street.

Dear Mr. Moore,

As already notified to you, Messrs. Thawpit have ceased production of Washing Soda and I.C.I. are now our only suppliers. This means that we have to reconsider our method of distribution to the branches and also the effects of the higher purchasing costs which have now come into operation. The position at the moment is as follows:-

(I) Channel Islands This has always been local purchase and therefore no change is involved.

(II) England, Scotland and Wales (a) Thawpit have served the London area down to single 1 cwt. bags.

U.K. in minimum 5 cwt. lots.

(b) Thawpit have done the rest of the

(c) Dry Drugs Department delivered 1 cwt. lots within a 50 mile radius of Nottingham.

(d) I.C.I. delivered 1 ton and upwards anywhere in the U.K.

Therefore, (a) and (b) will require reconsideration. I.C.I.'s new price range delivered anywhere in the U.K. is as follows:-

Packed in 1 cwt. non-returnable paper sacks

In minimum 4 ton lots	..	..	£12. 12. 6d per ton
In minimum 2 ton lots	..	..	£13. 0. 0d. per ton
In minimum 1 ton lots	..	..	£13. 17. 6d. per ton
In minimum 10 cwt. lots	..	..	£15. 2. 6d. per ton
In minimum 5 cwt. lots	..	..	£16. 12. 6d. per ton
In less than 5 cwt. lots	..	..	£19. 17. 6d. per ton

In view of the substantial price increase in quantities of less than 5 cwts. we could consider 3 courses open to us - (i) Increase retail price (ii) Rule that any branches who cannot take 5 cwts. should not sell Soda. (iii) Instruct the Branches to purchase from local grocer wholesalers and in this case we anticipate the cost of consignments of 1 cwt. - 1 ton to be about 19/- per cwt.

Whilst I.C.I. are prepared to despatch all our orders, they are anxious to avoid the small quantities if possible. They point out that they will have to wait until they have a complete wagon load for an area and delivery could be 4/5 weeks after receipt of order.

Taking figure over the July/September 1963 quarter, our orders were supplied as follows:-

36	-	1 cwt. lots.
29	-	2 cwt. lots.
26	-	3 cwt. lots.
18	-	4 cwt. lots.
138	-	5 cwt. lots.
17	-	6 cwt. lots.
2	-	7 cwt. lots.
3	-	8 cwt. lots.
87	-	10 cwt. lots
3	-	15 cwt. lots

All the above were on Thawpit.

I.C.I. also delivered during the above period 66 orders of 1 ton each.

This does not include the quantities sent out by Dry Drugs Department.

The above figures make me wonder, in view of the fact that Stanley Day sells the 2 lb. I.C.I. carton, whether loose sales are worth while.

I should appreciate your views at your earliest convenience.

Yours faithfully,

p.p. P. Davies.

. Pickworth,
Assistant Warehouse Manager,
Bristol.

from Mr. F. C. Perrin
Home Marketing Department,
Station Street.

tel. no.
1401

WASHING SODA

date 1. 9. 67.

Following discussions with the Retail Sales Department we are recommending the discontinuation of Washing Soda particularly now that the minimum quantity for a single delivery is likely to be increased from the present 10 cwt. figure.

The present 10 cwt. limit in itself poses some problems to some branches who feel they might wish to sell this product, and any increase in the minimum quantity will limit the interest still further. This apart, we would like to discourage the sale of loose Washing Soda in our branches particularly as we have appropriate pre-packed items such as Sodium Sesquicarbonate and the I.C.I. pack of Washing Soda to offer as alternatives.

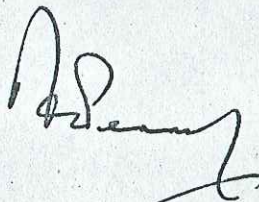
I shall be grateful, therefore, if you would add this item to the agenda for the next D.I.C. so that this discontinuation proposal can be ratified and implemented as soon as possible.

In the case of this particular product some explanation is necessary for the branches and as soon as discontinuation is implemented Mr. Sutch will arrange to put a note in Merchandise News in addition to any statement which may be included in the Drug List. It may be that it will be necessary to advise branches that in the event of any enquiry for bulk supplies for say, an industrial customer they should refer the matter to Retail Prices Department, to see if it is worth quoting, but the important thing is to discontinue Washing Soda for supply to our branches for ordinary retail sale.

I have alerted the Props. M. Department on this matter, and again on receipt of information that discontinuation has taken place they will arrange to increase warehouse stock of the I.C.I. pre-packed product.

As I understand it the next meeting of the D.I.C. is on 12th September, when I shall be on holiday, so if there are any queries about this proposal perhaps you would kindly have a word with me within the next 2 or 3 days.

Copies to: Mr. A. T. Sutch.
Mr. J. A. Davies. ✓



Mr. A. B. Groves
Retail Prices Department

from Mr. R. A. Ledger
DRUG BUYING DEPT.

internal tel. no.

B.804

subject

WASHING SODA

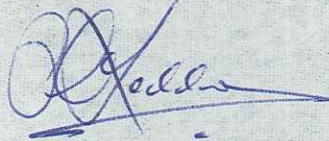
date 11.8.67

We have been informed by I.C.I. that they intend to increase the prices for bulk deliveries of Washing Soda to our branches and depots. These increases will take effect from 14th August 1967. They are as follows :-

1 ton lots	£15-10-0d increased to £20 per ton
$\frac{1}{2}$ ton lots	£18-10-0d increased to £23 per ton

Whilst I.C.I. are prepared to continue supplying us with 1 ton lots they wish to discontinue the $\frac{1}{2}$ ton quantities. Whilst no deadline has been given for this change they would like to see a discontinuation within two months.

Obviously with these two changes the question must again be raised as to whether bulk Washing Soda to our retail branches is worthwhile business. As a possible alternative, I.C.I. would supply us the names of their stockists in the London area from which they report that most of our bulk Washing Soda orders are derived.



Own Goods C

Washing Soda

Important Changes in Ordering Procedure

One of our suppliers has discontinued the manufacture of Washing Soda and consequently we have had to revise the method of purchasing and handling this item.

We are now faced with a steep increase in costs especially for smaller quantities. For this reason, IN FUTURE THE MINIMUM ORDER WILL BE 10 CWT. AND ORDERS FOR SMALLER QUANTITIES WILL NOT BE ACCEPTED. This minimum quantity applies to ALL branches including those previously served by Thawpiti delivery or by Beeston delivery and those in Scotland.

If your branch does not have storage facilities for this amount of stock and is not able to sell it in a relatively short period of time, then you should discontinue loose sales of washing soda.

We emphasise that no orders can be accepted for delivery direct to customers and Washing Soda must not be obtained on Local Purchase Orders.

IMPERIAL CHEMICAL INDUSTRIES LIMITED

Midland Region
Britannia House
50 Great Charles Street
Birmingham, 3.

Boots Pure Drug Co. Ltd.,
Drugs Buying Office,
Station Street,
NOTTINGHAM.

Your Ref.
Our Ref. DIS/SDH/JOT

14th December 1964

Dear Sirs,

SODA CRYSTALS - CRUSHED & POWDERED
GRADES

We regret that due to higher manufacturing costs our prices for the above products will have to be increased as from the 1st January 1965, The new price scale will then be as follows:-

8 ton lots	...	...	£13. 10s. 0d per ton
6 ton lots	...	...	£13. 15s. 0d per ton
4 ton lots	...	...	£14. 0s. 0d. per ton
2 ton lots	...	...	£14. 10s. 0d per ton
1 ton lots	...	...	£15. 10s. 0d per ton
10-cwt and less than 1 ton lots	...	...	£18. 10s. 0d per ton
5-cwt and less than 10-cwt lots	...	...	£20. 0s. 0d per ton
Less than 5-cwt	...	...	£23. 10s. 0d per ton

Packed in 1-cwt. paper sacks.

Yours faithfully
for IMPERIAL CHEMICAL INDUSTRIES LIMITED

(S.D. Hartshorne)
Order & Distribution Department